



The Go-Getter: A Story That Tells You How To Be One

Peter B. Kyne

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The classic motivational parable (over 500,000 copies sold worldwide) that shows you how to make your own opportunities in life, updated for the modern reader by bestselling business author Alan Axelrod

Ever since its first printing by William Randolph Hearst in 1921, *The Go-Getter* has inspired employees and entrepreneurs to take initiative, increase their productivity, and excel against the odds. Now, more than half a million copies later, Alan Axelrod, bestselling author of *Patton on Leadership* and *Elizabeth I*, CEO, updates the tale to address today's most pressing work issues.

In *The Go-Getter*, Bill Peck, a war veteran, persuades Cappy Ricks, the influential founder of the Rick's Logging & Lumbering Company, to let him prove himself by selling skunk wood in odd lengths—a job that everyone knows can only lead to failure. When Peck goes on to beat his quota, Rick hands Peck the ultimate opportunity and the ultimate test: the quest for an elusive blue vase. Drawing on such classic values as honesty, determination, passion, and responsibility, Peck overcomes nearly insurmountable obstacles to find the vase and launch his career as a successful manager.

In a time when jobs are tight and managers are too busy for mentoring, how can you maintain positive energy, take control of your career, and prepare yourself to ace the tests that come your way? By applying the timeless lessons in this compulsively readable parable, employees at all levels can learn to rekindle the go-getter in themselves.

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